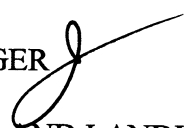


City of Alexandria, Virginia

MEMORANDUM

DATE: APRIL 5, 2005

TO: THE HONORABLE MAYOR AND MEMBERS OF CITY COUNCIL

FROM: JAMES K. HARTMANN, CITY MANAGER 

SUBJECT: CONSIDERATION OF STAFF REPORT AND LANDLORD TENANT
RELATIONS BOARD REPORT ON RECENT CONDOMINIUM
CONVERSION ACTIVITY

ISSUE: Report to City Council on issues related to condominium conversions.

RECOMMENDATIONS: That City Council:

- (1) Receive the staff report, which also transmits a report from the Landlord Tenant Relations Board (Attachment I); and
- (2) Request that staff widely disseminate informational materials to all tenants, not limited to those in developments currently undergoing conversions, as recommended by the Landlord-Tenant Relations Board.

BACKGROUND: Since November 2004, rental property owners have filed applications with the Virginia Real Estate Board for registration of 1,779 units of rental housing to condominiums, and plans for the conversion of another 574 units have been confirmed by the owners of Park Center (See Attachment II for a listing of confirmed or rumored to be confirmed conversions). An additional 1,192 units are rumored to be under consideration for condominium conversions or major renovations which could displace tenants currently living in those complexes.

In response to public concern, staff was directed to report to City Council on issues associated with these conversions and recommendations for actions the City could take to minimize the negative effects of these conversions on tenants.

In addition to staff recommendations, this report also transmits a report to City Council from the Landlord-Tenant Relations Board (Attachment I). The Landlord-Tenant Relations Board conducts public hearings in condominium conversions involving tenant displacement, and the Board's recommendations are the result of issues raised at these public hearings, and complaints brought to staff of the Landlord-Tenant Relations Board.

DISCUSSION:

The following actions were undertaken by City staff to minimize the negative impacts of condominium conversions on tenants living in properties subject to these conversions.

Amendment of the City's Condominium Ordinance

On March 12, 2005, City Council adopted Ordinance 4385, an amendment to the City's Condominium Ordinance to clarify language, to address some of the problems encountered in and to enhance the City's enforcement. Changes to the existing Code included the following requirements:

- Simultaneous filing with the City Clerk of all documents which are required to be filed with the Virginia Real Estate Board.
- Relocation payments must be calculated based on costs actually incurred, subject to the maximum cap provided under state law, or the developer may tender the maximum cap amount without requiring proof of actual costs.
- Establishment of a \$5,000 civil penalty for noncompliance.

Informational Materials

Staff has developed a letter for Mayor Euille's signature (Attachment III) for distribution to all developers in the process of converting rental properties to condominium ownership. Attached to the letter is a draft brochure summarizing relevant aspects of the condominium conversion process.

Staff Support for Residents and Resident Meetings

The Landlord Tenant Relations Board holds public hearings for the residents of all condominium conversions to receive comments regarding the developer's relocation plan, and to allow the tenants to ask questions of the developers.. The Office of Housing's Landlord Tenant Relations Division staffs these meetings to answer questions regarding the City's Condominium Ordinance and the condominium conversion process. The Landlord-Tenant Relations Board has held hearings for The Bearings North and South (Archstone Old Town), Palazzo (Archstone Park Center). The Exchange at Van Dorn (The Metropolitan), Rosemont Station (Domar Apartments). The April 6 Landlord Tenant Relations Board meeting will include a public hearing for EOS Twentyone Condominium, which includes only 344 of the 1524 units at The Alexandria. The Developer and his attorney report that there are no current plans to convert the remaining 1180 units to condominium. However, contractors working on the property and other property representatives have indicated that additional units may be converted in the future.

In addition to attending public meetings for the tenants in these property, staff has also attended tenant meetings at the request of developers, tenants, and City Council.

One such meeting was convened and held in response to tenants' concerns expressed to City Council at the February public hearing about the Bearings Condominium (formerly Archstone Old Town). At this meeting, the developer discussed tenant concerns, including tenant concern about poorly installed window replacements and communication with residents. The developer explained to tenants that windows replaced by the previous owner (pictures of which were shown to City Council) would not be the standard used for planned window replacements by the new owner. Tenants and the developers talked about ways to improve communication. City staff from the Code Enforcement, Planning and the Office of Housing answered questions related to those departments.

Staff has also attended sales and tenant meetings at Parkside Alexandria, and The Bearings at the request of the developers. Implementation staff has met with developers from the Bearings and Parkside Alexandria to coordinate maximum use of the City's homeownership programs. These efforts are discussed in a companion docket item.

Communication, Outreach, and Public Awareness

Staff is on the alert for new condominium conversions through a system of interdepartmental notification involving City departments most likely to come into first contact with developers speculating or intending to convert rental units to condominiums. These departments, Housing, Code Enforcement, Planning and Zoning, and Real Estate Assessments, as well as the Alexandria Housing Development Corporation and its Board, alert one another when rumors are heard regarding potential new condominiums. A table is maintained with this information (Attachment I), and is updated periodically as new information becomes available.

Staff stays in regular communication with the Condominium Administrator of the Virginia Real Estate Board to ensure all applications filed with the state have also been filed with the City. Landlord-Tenant Relations Division staff contacts all property owners and their attorneys when staff becomes aware of new conversions of existing rental properties. Most condominium conversions are handled by a small number of law firms that specialize in these conversions, and these firms know of the filing requirements.

However, despite the experience of these firms, there have been two recent instances of developers issuing tenant notices in violation of state law. Both were corrected after discussion with the City's Landlord-Tenant staff.

Subject to Council approval of the Landlord-Tenant Board recommendation, Landlord-Tenant Division staff will disseminate information on condominium conversions widely, and will be available to speak to groups with an interest in this subject on request. Staff will target tenants in properties that have not yet converted to condominiums, so that these tenants will know who to call and what to expect should the situation arise.

The Landlord Tenant Relations Board Report

As previously noted, the Landlord-Tenant Relations Board conducts a public hearing for tenants in all properties undergoing conversion to condominiums. As a part of these public hearings, the Board reports to City Council to alert Council to issues of concern. At its March 2, 2005, meeting, the Board voted unanimously to submit its report on the first three conversions and the related issues raised to the Board and to City staff by residents of these complexes. The Board offers observations and recommendations for minimizing negative impacts in condominium conversions.

The Landlord-Tenant Relations Board recommended that staff-developed materials for distribution to both tenants and developers undertaking condominium conversions be disseminated widely through all available means. It is further recommended that as this informational campaign is undertaken, all tenants in the City be targeted, not only those in developments currently undergoing conversions. As long as the market for condominium units remains strong, there will be future conversions that could affect any tenant at any time.

In addition, the Landlord-Tenant Relations Board reported that it would review and consider two issues to be brought back to City Council at a later date. These two issues included the possibility for legislative changes to the Condominium Act which would allow the City to have some oversight and control over the escalation of rents charged to elderly and disabled residents eligible for long term leases. The second issue would be to review the City's Conversion Assistance Policy and recommend to City Council ways to make the policy more effective and more desirable to developers in complying with its increased concessions to displaced tenants.

ATTACHMENTS:

Attachment I. Landlord-Tenant Board Report to City Council on Planned Condominium Conversions

Attachment II. Condominium Conversions Known or Rumored As of 4/1/05

Attachment III. Letter to Condominium Developers and Condominium Conversion Brochure

STAFF:

Mildrilyn Stephens Davis, Director, Office of Housing

Melodie Baron, Landlord-Tenant Division Chief, Office of Housing

REPORT TO CITY COUNCIL ON PLANNED CONDOMINIUM CONVERSIONS

This report discusses the Landlord-Tenant Relations Board's review of Conversion Assistance Plans in three rental properties that have converted to condominiums since November of last year, including receipt of public comments from residents. Also included is a discussion of potential problems which could be encountered and Board recommendations for efforts which could assist the City in minimizing some of the negative impacts of future condominium conversions. Discussions of individual conversions, including associated concerns raised through the Board's review and public hearings, is followed by an overview of recurring and potential issues in all condominium conversions, and Board recommendations for future action.

Landlord-Tenant Relations Board Involvement in Condominium Conversions through the City's Conversion Assistance Policy

The Landlord-Tenant Relations Board reviews developer relocation plans in condominium conversions as part of its mandate to monitor and make recommendations to City Council in situations covered by the City's Conversion Assistance Policy. The Conversion Assistance Policy provides guidance for the City's expectation that owners and developers of rental property will provide minimum assistance to displaced residents when the owner undertakes any activities which cause displacement of tenants. These situations include condominium conversions, demolition of a property, a change in use, eliminating participation in a housing assistance program, rehabilitation that requires tenants to vacate the unit they occupy. Because the Conversion Assistance Policy includes provisions that exceed what the City can require under state law, compliance with those aspects of the Conversion Assistance Policy that are not required by state or local law is voluntary.

Of the situations covered by the Conversion Assistance Policy, only condominium conversions trigger mandatory relocation assistance requirements. In condominium conversions and in all other covered situations, state law requires that tenants be given a minimum 120-day notice to vacate. In condominium conversions, mandatory relocation assistance (under City Code Section 7-4) includes the payment of moving expense reimbursements to displaced tenants (up to amounts dictated by a state schedule) and the offering of long-term, three year leases to elderly and disabled residents. The Conversion Assistance Policy adds additional protections to these mandatory assistance requirements. Under the policy, maximum moving expense payments for elderly, disabled and low income residents are doubled, developers agree to provide advisory services to tenants in relocating and to plan and phase development in ways that are sensitive to the needs of families with children in school. In addition, the developer agrees to provide the Office of Housing with copies, as they are issued, of all notices to vacate that are sent to tenants.

Summary of Recent Conversions

Under current procedure, the Landlord-Tenant Relations Board convenes a public hearing to seek comments, including questions and complaints, from affected tenants of any property in which activities are undertaken that are subject to the City's Conversion Assistance Policy. Following the Landlord-Tenant Relations Board's public hearing, the Board reports on the developer's relocation plans to City Council.

When developers elect to follow the City's Conversion Assistance Policy, a City Council public hearing is scheduled, and, after receiving comments from the public and the Landlord-Tenant Relations Board, Council may authorize staff to enter into a non-binding Conversion Assistance Agreement with the developer which contains the terms of the developer's relocation assistance to current tenants. However, none of the developers of condominium conversions under consideration has agreed to complying with the City's Policy and entering into a Conversion Assistance Agreement. While these developers have not been uncooperative with City staff, and, in particular, the developer of Parkside at Alexandria (formerly Jamestowne Village Apartments), Mid-City Urban, has agreed to comply with increased financial benefits under the Policy, attorneys for these developers have advised against entering into Conversion Assistance Agreements, since the benefits to tenants exceed those required by law, and entering into such agreements offers no substantial benefit to the developer. Such developers are also unwilling to be exposed to an additional public hearing before Council that voluntary compliance would require.

As Council is aware, there have been a number of condominium conversion applications filed recently. Since November, the Landlord-Tenant Relations Board has held public hearings to listen to tenant concerns on Conversion Assistance Plans for three rental properties in the process of condominium conversions, and two additional public hearings will be scheduled soon. Public hearings have been held at the November, December, and February meetings. The Board is struggling to hold these public meetings as quickly as necessary, and will need to add to the Board's regularly scheduled monthly meetings in order to meet the demand and consider other business. The results of three of the individual public hearings and issues raised which are specific to these properties are discussed below.

Jamestowne Village - Public Hearing Held November 3, 2004

Jamestowne Village, a 378-unit apartment complex on Van Dorn Street, was purchased on September 29, 2004, by Mid-City Urban LLC. Mid City Urban's representatives and their attorney declined to comply with all aspects of the City's Conversion Assistance Policy, but provided financial benefits to tenants in good standing, including double payments for elderly, disabled and low-income residents. Mid-City's attorney stated that his recommendation for declining to participate in a Conversion Assistance Agreement was driven primarily by hesitation to volunteer for a process which included a public hearing before Council that was not required and for which there was no benefit to the developer. The attorney felt that this could create unnecessary frustration for the residents and the developer, that complaints would be raised for numerous issues outside the scope of the relocation plan, and probably for many issues for which no solution could be offered.

Although the developer's plans to convert to condominiums were widely known, at the time of the Landlord Tenant Board's public hearing on November 3, 2004, the developer had not applied to the state for condominium registration. In October, the developer had sent several written letters to tenants discussing Mid City's plans for the conversion, including a Relocation Assistance Plan for displaced tenants. Residents were being actively encouraged to sign "non-binding agreements" to purchase their units. A non-binding reservation deposit of \$2500 and a signed reservation agreement was required by November 29, 2004, to be eligible for a developer discount in an unspecified amount below the public offering price on the tenant's current unit.

From mid-October until October 21, the developer improperly issued 30-day notices to quit to tenants on month-to-month leases living in the first section of the property to be rehabilitated ("Phase I"). However, after consultation with the Landlord-Tenant Division Chief, the developer rescinded those notices, informing tenants that they were erroneously issued, and issued 120-day notices to vacate for the rehabilitation by February 28, 2005. Tenants on annual leases were notified that they would receive a minimum of 120-days notice, and that all leases in effect at the time of registration would be honored, even if the lease terminated after the 120-day period following registration.

Generally, the Board would not hold a public hearing prior to filing of an application for registration of the condominium. However, the volume of information, including misinformation that had been disseminated by management and exchanged among residents of Jamestowne Village created significant confusion among the tenants, who reported feeling pressured to sign purchase agreements without much information. Because of these circumstances, the Board convened the meeting in advance of the filing the condominium application. The application for registration for Parkside at Alexandria was filed with the Virginia Real Estate Board on November 23, 2004.

Palazzo at Park Center - Public Hearing Held December 1, 2004

Palazzo at Park Center Condominium, Formerly Archstone Park Center, is a 392 unit property was purchased by Crescent Heights, a national condominium developer. The application for registration of Palazzo at Park Center was filed with the Virginia Real Estate Board on November 2, 2004. The property was built in 2000, so no renovations are planned. The developer's relocation plan was in compliance with relocation benefits required by City Code, but Crescent Heights declined to comply with the Conversion Assistance Policy, and did not agree to offer double payments to elderly, disabled and low income residents. In addition, the developer will require receipts for moving expenses for full reimbursement, but offered residents half the benefit without question if the resident did not wish to submit receipts for actual costs.

The Bearings North and South, Formerly Archstone Old Town - Public Hearing Held February 2, 2005

The Bearings North and Bearings South Condominium consists of apartment units at covering three blocks in the 700, 800, and 900 blocks of South Washington Street totaling 159 units. The property was purchased by Miles Properties, Inc. (MPI), an Atlanta-based company, and the application for registration of the Bearings was filed on December 27, 2004.

At the February public hearing it was discovered that MPI had issued improper 60-day notices to vacate to residents prior to filing its application to the state. Staff discussed this with MPI's attorney, and the notices were rescinded the following day.

Issues and Recommendations

- Issue: Communication and Understanding of the Process

Communication gaps and misunderstandings between developers and tenants have been evident in both public hearings and in complaints received by staff of the Landlord-Tenant Relations Division. As discussed below, faulty notices have been issued in two conversions, and tenants have reported many instances in which the information that tenants receive from property staff is different from what they are told by developer representatives at the public hearings.

Much of the public hearing for residents in these conversions is spent answering resident questions, and developer representatives are encouraged to be available at these meetings, as has been the case at all of the public hearings held to date. Staff and Board members also answer questions about the process and requirements for condominium conversions. However, it would be helpful for tenants to receive information from developers from the start of a conversion, and it is evident that in many cases, the Board's public hearing has been the first opportunity for tenants to get answers to their questions.

There also appears to be a problem with regard to developers not clearly understanding all of the relevant requirements associated with the condominium conversion process. In two of the three public hearings, the issue of improper notice was discussed. Two of the three developers of these projects issued improper notices prior to filing condominium registration applications. Both developers attributed this to a misunderstanding of the law regarding notice. In both of these instances, Landlord-Tenant Division staff spoke with the developer and the notices were quickly withdrawn. However, there were at least two tenants of the Bearings and one at Jamestowne Village who moved after getting notice, before the Board or City staff became aware of notices.

Recommendation:

Staff has developed materials for distribution to both tenants and developers undertaking condominium conversions. The Landlord-Tenant Relations Board recommends wide distribution of these materials and a concerted effort to publicize this issue through all available means. It is further recommended that as this informational campaign is undertaken, all tenants in the City be targeted, not only those in developments currently undergoing conversions. As long as the market for condominium units remains strong, there will be future conversions that could affect any tenant at any time.

- Issue: Increased Rents for Long-Term Leases Offered to Elderly and Disabled Residents

A resident affected by this conversion raised the issue of rent levels under the provision for rent increases for long term lease holders. The City's Ordinance requires that long term leases be offered to elderly and disabled residents as enabled by state law, but the leases are subject to negotiation between the developer or investor that purchases the unit and the tenant offered the lease. The only limitation on future rents for long term lease holders is that the rent not exceed the rent for units comparable to the unit the tenant occupies after the conversion occurs.

If significant renovations are undertaken, comparable rents could greatly exceed the rent the tenant was paying at the time of the conversion rendering this provision meaningless. Such increase in rent could cause the elderly or disabled tenant to be economically displaced even with this protection in place.

Recommendation:

The Board will work with staff to develop a recommendation for a legislative proposal to amend the Condominium Act to allow a jurisdiction to strengthen this important protection. In the absence of a legislative solution, the City may wish to consider a local program to provide financial assistance to disabled and elderly residents in this situation who are unable to afford increased rents after conversions.

- Issue: Refusal to comply with the City's Conversion Assistance Policy

Without the requirement for a Special Use Permit for condominium conversions, there is no incentive to developers to comply with the additional requirements under the Conversion Assistance Policy.

Recommendation:

The Board will be reviewing the Conversion Assistance Policy for revisions to improve developer compliance, and will make these recommendations to City Council in a future report. The City Council may also wish to consider incentives that could be used to encourage developer compliance with the City's Policy.

ATTACHMENT II

CONDOMINIUM CONVERSIONS KNOWN OR RUMORED AS OF 4/5/05

Name	Address	Total Number of Units	Confirmed to be converted	Rumored to be converted (or removed)	Status
The Bearings South (Archstone Old Town)	718 - 722 S. Washington St. 719 S. Saint Asaph St.	47	47		Registered
The Bearings North (Archstone of Old Town)	906-922 S. Washington St. 820 A 820 B. S Washington St	112	112		Registered
Pallazo (Archstone Stratfield Court)	2901 N Hampton	392	392		Registered
Parkside Alexandria (Jamestown Village)	1523 N. Van Dorn St.	378	378		Registered
Exchange of Van Dorn (Metropolitan)	4840 Eisenhower Av.	404	404		Registered
Rosemont Station (Domar)	1 W. Maple	24	24		Registered
The Riverton (The Executive Club)	610 Bashford Ln.	78	78		Application to State Registration pending
EOS 21 (The Alexandria)	241 S. Reynolds St.	1,524	344	1180	Application to State Registration pending
Park Center**	2701 Park Center Drive	574	574		No Application to state Managing agent confirmed developer's intent to convert, timing unknown
Greystone	300-306 Commonwealth Av.	12	0	12	Rumored; staff unable to confirm No application filed
Total		3545	2353	1192	

Note: Several additional properties are on the market and could potentially be purchased by entities that might elect to pursue condominium conversion. Staff has confirmed that Seminary Forest, which was previously listed as a rumored conversion, has been sold and will be upgraded as a rental property. This list will be updated periodically to reflect new developments.

**Confirmed by managing agent, no application for condominium registration submitted to V.A. Real Estate Board

Dear

It has come to the attention of the City of Alexandria that Developer Company Name has begun the process of applying to the Virginia Real Estate Board to register Condominium Name, currently the rental apartments known as Apartment Name. While we are aware that displacement and disruption of the lives of current tenants is inevitable in a condominium conversion, we ask that you be sensitive to the needs of these tenants as you are affecting the homes and lives of Alexandrians, some of whom may be long term tenants of your property, or have special needs for assistance.

The City encourages your cooperation and reminds you of legally mandated developer responsibilities to displaced tenants in condominium conversions. Attached to the letter is a brochure which provides additional information on condominium conversion requirements. In addition to the requirements in the Virginia Condominium Act, which include a 120-day notice requirement and a 60 day exclusive right to purchase by the tenant, the City has adopted an Ordinance requiring additional benefits to displaced tenants. These include payments to displaced households and long term leases of up to three years to elderly and disabled residents of your property. These provisions, found in City Code Section 7-4, also require filing of all documents required for condominium registration to the City simultaneously upon filing with the Virginia Real Estate Board.

In addition, the City has a Conversion Assistance Policy (attached) approved by City Council. We strongly encourage your compliance as a voluntary effort to minimize some of the negative effects of displacement and ensure the smoothest possible relocation of those tenants who are unable or unwilling to purchase a unit in the new condominium after conversion. Please contact City staff in the Office of Housing at 703-838-4545 to further discuss the City's requirements and expectations, and to develop the best possible plan for the relocation of current tenants.

Sincerely,

William D. Euille
Mayor

Long-Term Leases for Elderly and Disabled Residents

The City of Alexandria's ordinance also requires that long term leases of up to three years be offered to disabled and elderly residents for the units the eligible tenant occupies or a comparable unit. The unit is not required to be offered at the same rent after conversion and any improvements to the property, but the new rent cannot exceed reasonable rents for comparable apartments or units in the same market area as such conversion condominium.

Conversion Assistance Policy

The City has a Conversion Assistance Policy for condominium conversions and other activities such as rehabilitation and demolition which cause tenant displacement. Compliance with the Policy is voluntary, but many developers choose to comply to minimize the negative impacts of displacement. The Conversion Assistance Policy calls for payments to disabled, elderly and low income tenants in twice the amount prescribed by state law. In addition, developers agree to provide services to tenants to assist them in locating replacement units.

Additional Information and Assistance

The Alexandria Office of Housing's Landlord Tenant Relations Division has staff available to answer questions regarding condominium conversions and to provide information on other apartment complexes in Alexandria for displaced residents. For more information, contact the Landlord-Tenant Relations Division.

**Alexandria Office of Housing
Landlord-Tenant Relations**

Division

(703) 838-4545

TDD (703) 838-5056

The City of Alexandria, Virginia

Condominium Conversions and

Tenants in Alexandria



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Office of Housing
Landlord-Tenant Relations
Division
Alexandria, Virginia

Condominium Conversions in Virginia

A property owner can convert rental properties to condominiums to be sold to individual unit owners by following the process required by state law in the Virginia Condominium Act (Code of Virginia, 55-79 et seq.). The Condominium Act outlines the requirements for notices to current tenants, purchase options, information which must be provided to tenants and prospective purchasers, and gives localities the authority to enact local ordinances which require limited moving expense payments to tenants and long term leases for disabled or elderly residents.

When an owner elects to convert a rental property to condominium ownership, the owner must file an application for registration with the Virginia Real Estate Board. The Real Estate Board has 60 days to review the application, require necessary changes and register the condominium. The application to the state triggers some of the tenant protections in the Condominium Act.

Some of the requirements of the Condominium Act and additional local requirements which protect tenants in condominium conversions are discussed in this brochure.

Requirements in Condominium Conversions
(Code of Virginia Section 55-79.94 unless otherwise noted)

Informal Notice of the Owner's Intent to Convert

At the time of application to the Virginia Real Estate Board, the owner, called a "declarant" in the Condominium Act, must provide general notice to the tenants of the proposed condominium.

Formal Notice to Tenants

When the condominium is registered, the declarant must issue formal notices which advise each tenant of (i) the offering price of the unit he or she occupies, (ii) the projected common expense assessments against that unit for at least the first year of the condominium's operation, (iii) any relocation services or assistance, public or private, of which the declarant is aware, (iv) any measures taken or to be taken by the declarant to reduce the incidence of tenant displacement, and (v) the details of the relocation plan provided by the declarant, to assist tenants in relocating, including moving assistance payments and long term leases for disabled and elderly residents.

120-Day Notice to Vacate

Tenants cannot be required to vacate their rental units with less than 120-days notice, even if the tenant is on a month to month lease, or the tenant's lease ends less than 120 days from the time of the condominium registration. Tenants under lease with more than 120 days remaining on the lease after the condominium registration cannot be required to vacate prior to the end of their lease.

Declarants may give 120-day notice at any time after the registration of the condominium unit, and may include this notice with the formal notice of the conversion.

Important Note Regarding Notice to Terminate

Tenancy: Even if the condominium has not been registered and no application for condominium registration has been filed, a landlord must give a minimum of 120-day notice to empty a building for rehabilitation, preparation for a planned condominium registration, or sale to a purchaser who requires that buildings be vacated as a

condition of the sale. (Code of Virginia Section 55-222)

60 day Option to Purchase

During the first 60 days after the tenant receives the formal notice, each tenant has the exclusive right to purchase the unit he occupies at the purchase price listed in the Public Offering Statement. While many developers offer discounts to tenants to encourage tenants to buy their own units, this is not required by the Condominium Act.

Relocation Assistance
(Code of the City of Alexandria 7-4)

The City of Alexandria has enacted a local ordinance which requires declarants to reimburse tenants displaced by the conversion for actual relocation expenses up to an amount authorized by state law. The amount of assistance is determined by the number of rooms in the unit from which the tenant is displaced. The amount of assistance is indicated in the table below. A developer may either reimburse tenants for actual expenses upon proof of expense up to the maximum payment, or may issue the maximum amount of the payment in lieu of actual expenses.

	Unfurnished	Furnished
Efficiency	\$500	\$260
One Bedroom	\$600	\$295
Two BR or One BR + Den	\$700	\$330
3 BR or 2BR +Den	\$800	\$365